

## Message Text

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PAGE 01 MANAGU 00996 021630Z  
ACTION ARA-10

INFO OCT-01 ISO-00 EB-08 CIAE-00 INR-07 NSAE-00 /026 W  
-----030141 114708 /73

R 012204Z MAR 77  
FM AMEMBASSY MANAGUA  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 2451

UNCLAS MANAGUA 0996

E.O. 11652: N/A  
TAGS: BEXP, PINR, NU  
SUBJECT: WTDR/FTI IRSA COSMETICOS CENTROAMERICANA S.A.

REF: USDOC 01152

1. NICARAGUA 2. COUNTRY CODE: 219 3. SERIAL NO.: NA

4. IRSA COSMETICOS CENTROAMERICANA S.A.  
(ALSO KNOWN AS IRSA CENTROAMERICA S.A.)  
4A. CODE: 4B. CODE:A 4C. CODE: X

5. APARTADO POSTAL 654

6. MANAGUA, NICARAGUA

7. ESTABLISHED: 1961 8. EMPLOYEES: 74

9. SIZE: (19-X) LARGE 10. REPUTATION: (22-X) GOOD

11. SELLS OWN MANUFACTURED PRODUCTS THROUGH CENTRAL AMERICA.

12. REPORT DATE: 02/77

13A. 28440/0 MANUFACTURER OF COSMETICS AND TOILET PREPARATIONS;  
13B. 28423/0 MANUFACTURER OF SPECIALTY CLEANING AND SANITATION  
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PRODUCTS;  
13C. 28422/0 MANUFACTURER OF HOUSEHOLD BLEACHES;  
13D. 28794/0 MANUFACTURER OF HOUSEHOLD INSECTICIDES AND REPELLANTS;  
13E. 32950/5 IMPORTER OF TALC;  
13F. 28995/5 IMPORTER OF ESSENTIAL OILS;  
13G. 32210/5 IMPORTER OF GLASS CONTAINERS;  
13H. 28690/5 IMPORTER OF INDUSTRIAL ORGANIC CHEMICALS;

14. CONTACTS: MR. ISMAEL REYES I., TITLE: PRESIDENT

15. CABLE: BELLREY 16. TELEX: NA 17. PHONE: 23283

18. FINANCIAL REFERENCES: BANCO DE LONDRES & AMERICA  
DEL SUD LTD., APARTADO POSTAL 91, MANAGUA; BANCO NICARAGUENSE,  
APARTADO POSTAL 549, MANAGUA.

19. TRADE REFERENCES: E.I. DU PONT DE NEMOURS CO., ORGANIC CHEMICALS  
DEPARTMENT, WILMINGTON, DELAWARE; ALBERT VERLEY CO., 124 CASE DRIVE,  
SOUTH PLAINFIELD, NEW JERSEY; WITCO INTERAMERICAN CORP., 277 PARK  
AVE., NEW YORK CITY, NEW YORK.

20. FOREIGN FIRMS REPRESENTED: NA

21. FIRM IS A LEADING MANUFACTURER OF TOILETRIES, COSMETICS AND  
HOUSEHOLD PRODUCTS IN NICARAGUA. ITS PLANT IN THE OUTSKIRTS OF  
MANAGUA PRODUCES A VARIED LINE OF TOILET PRODUCTS SUCH AS SHAVING  
CREAMS, PERFUMES AND COLOGNES, HAIR PREPARATIONS, TALCUM AND FACE  
POWDER, LIPSTICK, NAIL POLISH, MOUTHWASHES AND DEODORANTS. IT ALSO  
MANUFACTURES HOUSEHOLD BLEACHES AND INSECTICIDES, DISINFECTANTS,  
AND OTHER CLEANING AND SANITATION PRODUCTS. THE FIRM MARKETS ITS  
PRODUCTS UNDER LICENSE AGREEMENT WITH FRENCH (MUSON) AND GERMAN  
(DRALLE) COMPANIES, AND UNDER ITS OWN TRADENAME. IT EXPORTS A LARGE  
PERCENTAGE OF ITS PRODUCTION TO OTHER CENTRAL AMERICAN COUNTRIES.  
FIRM REPORTS A PRESENT WORKING CAPITAL OF US\$932,339, A NET WORTH  
OF US\$1,192,150, AND AN ANNUAL VOLUME OF BUSINESS OF US\$1,285,714.  
THE FOUNDER, PRESIDENT AND GENERAL MANAGER OF THE FIRM IS MR. ISMAEL  
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REYES I., A WELL-KNOWN REPUTABLE NICARAGUAN BUSINESSMAN. HE OWNS  
AN ELECTRICAL APPLIANCES IMPORT FIRM ISMAEL REYES COMERCIAL S.A.,  
AND IS ONE OF THE FOUNDING STOCKHOLDERS OF BANCO NICARAGUENSE, ONE  
OF THE LARGEST PRIVATE BANKS IN THE COUNTRY. HE IS ALSO PRESIDENT  
OF THE NICARAGUAN RED CROSS. LOCAL BANKS CONSIDER THE FIRM TO BE  
FINANCIALLY REPUTABLE AND RESPONSIBLE FOR ITS COMMITMENTS. FIRM IS  
RECOMMENDED AS TRADE CONTACT FOR INTERESTED U.S. CONCERNS.

22. PREPARED BY:RJMONTES APPROVED BY:HVANDENBERG  
AT: U.S. EMBASSY, MANAGUA.  
THEBERGE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 01-Mar-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
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**Message ID:** 6c0328ad-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION ARA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
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**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** WTD/FTI IRSA COSMETICOS CENTROAMERICANA S.A.  
**TAGS:** BEXP, BBAK, NU  
**To:** COM  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009